

IMPORTERS' QUESTIONNAIRE
CERTAIN CIRCULAR WELDED CARBON QUALITY LINE PIPE
FROM CHINA, KOREA, AND MEXICO

Return completed questionnaire to:
UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than MARCH 17, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain circular welded carbon quality line pipe ("line pipe") from China, Korea, and Mexico (invs. Nos. 731-TA-1073-1075 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported line pipe (as defined in the instruction booklet) from any country at any time since January 1, 2001?

☐

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No

☐ Yes—List the following information.

Firm name

Address

Extent of
ownership

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing line pipe from China, Korea, and/or Mexico into the United States or which are engaged in exporting line pipe from China, Korea, and/or Mexico to the United States?

☐ No

☐ Yes—List the following information.

Firm name

Address

Affiliation

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of line pipe?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

I-6. Please indicate the nature of your firm's importing operations on line pipe. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)

☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

I-7. If your firm is an importer of record of line pipe but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters line pipe into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes

Bonded warehouses ☐ No ☐ Yes

I-9. Please indicate whether your firm imports line pipe under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Mary Messer (202-205-3193).
Supply all data requested on a calendar-year basis.

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

II-2a. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of line pipe since January 1, 2001?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

II-2b. Please describe any changes to the character of your line pipe operations (1) during 2001 - 2003 and (2) since December 31, 2003 as result of the imposition, modification, and termination (in whole or in part) of separate U.S. safeguard actions on welded line pipe, welded pipe other than line pipe and OCTG, and flat-rolled steel; changes in the price and availability of raw material inputs for line pipe in the United States; the closure or relocation of line pipe capacity in the United States; demand trends among key end users; and/or changes in international freight rates.

II-3. Please report the quantity of line pipe from China, Korea, and/or Mexico that your firm has imported or arranged for importation for delivery after December 31, 2003:

Source	Jan. 2004	Feb. 2004	Mar. 2004	Apr. 2004	May 2004	June 2004	July or later
China							
Korea							
Mexico							

II-4. If your firm also produces line pipe in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of line pipe imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country: _____ ☐ All other sources combined¹

(Quantity in short tons, value in \$1,000)			
Item	Calendar years		
	2001	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (quantity)			
IMPORTS: ²			
Quantity of imports			
Value of imports			
U.S. SHIPMENTS:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ³ of internal consumption/transfers			
EXPORT SHIPMENTS: ⁴			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES ⁵ (quantity)			
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)			
U.S. SHIPMENTS TO END USERS (quantity)			
¹ Please identify these sources: _____			
² Identify the foreign producers, if known: _____			
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: _____			
⁴ Identify your principal export markets: _____			
⁵ Reconciliation of data. —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?			
<input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____			

PART II.—TRADE AND RELATED INFORMATION—Continued

II.6. Certain line pipe subject to these investigations may be produced from steel that has been modified through the addition of alloying elements that may exceed the individual weight limits for nonalloy steel provided for in the HTSUS (and therefore is classified under subheading 7306.10.50 of the HTSUS). (See definitions in the instruction booklet.) Please report below the quantity (in short tons) and value (in \$1,000) of any such line pipe included in the data reported by your firm in response to question II.5 above.

Country	2001	2002	2003
China (Import Quantity)			
China (Import Value)			
Korea (Import Quantity)			
Korea (Import Value)			
Mexico (Import Quantity)			
Mexico (Import Value)			
Other (Import Quantity)			
Other (Import Value)			

II.7. Please report below the quantity (in short tons) and value (in \$1,000) of any imports by your firm of line pipe certified solely to a non-API specification included in the data reported by your firm in response to question II.5 above.

Country	2001	2002	2003
China (Import Quantity)			
China (Import Value)			
Korea (Import Quantity)			
Korea (Import Value)			
Mexico (Import Quantity)			
Mexico (Import Value)			
Other (Import Quantity)			
Other (Import Value)			

PART II.—TRADE AND RELATED INFORMATION—Continued

II.8. Profile of line pipe shipments: Please report the share (in percent) of your firm's total 2003 U.S. shipments (based on quantity) that was sold as indicated below.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Country: _____

☐ All other sources combined

A. By certification:

_____ percent	Stenciled to meet <i>only</i> API specifications
_____ percent	Stenciled to API & ASTM specifications (_____ % used in standard applications)
_____ percent	Not stenciled to any specification (describe _____)
_____ percent	Other (describe _____)*
100 percent	

* "Other" might include welded pipe of a kind produced in accordance with API specifications and used for oil and gas pipelines, but stenciled solely to a non-API certification (e.g., ASTM).

B. By grade:

_____ percent	A and A-25
_____ percent	B and X-42
_____ percent	X-46-52
_____ percent	X-60-70
_____ percent	X-80 and above
_____ percent	Other (describe _____)
100 percent	

C. By size:

_____ percent	Less than or equal to 4.5 inches in outside diameter
_____ percent	Greater than 4.5 inches but less than or equal to 10.75 inches in outside diameter
_____ percent	Greater than 10.75 inches but less than or equal to 16 inches in outside diameter
100 percent	

D. By end finish:

_____ percent	Plain end / square cut
_____ percent	Beveled
_____ percent	Threaded or threaded & coupled
_____ percent	Other (describe _____)
100 percent	

E. By surface finish:

_____ percent	Bare
_____ percent	Lacquered
_____ percent	Galvanized
_____ percent	Other (describe _____)
100 percent	

F. By length:

_____ percent	Single random lengths (approximately 20 feet)
_____ percent	Double random lengths (approximately 40 feet)
_____ percent	Triple random lengths (approximately 60 feet)
_____ percent	Other (describe _____)
100 percent	

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-A. PRICE DATA—Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China, Mexico, or Korea and sold by your firm to unrelated U.S. customers. Also complete a separate page for each subject country you import from.

Product 1 ☐ Product 2 ☐ Product 3 ☐
 China ☐ Mexico ☐ Korea ☐

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-February ³		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. ³ Please indicate the extent to which the data reported for January-February 2004 include raw material surcharges: <hr/> <hr/>		

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-B.--PRICE-RELATED QUESTIONS**

- III-B-1. Please describe how your firm determines the prices that it charges for sales of line pipe (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-3. What are your firm's typical sales terms for line pipe imported from China, Mexico, or Korea (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

- III-B-4. Approximately what share of your firm's sales of its line pipe imported from China, Mexico, or Korea in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

- III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of line pipe?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of line pipe that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ %. 101 to 1,000 miles? _____ %. Over 1,000 miles? _____ %.

III-B-9. What is the geographic market area in the United States served by your firm's line pipe?

- ☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast
☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest
☐ National ☐ Other (describe) _____

III-B-10. Describe the end uses of the line pipe that you import from China, Mexico, or Korea. For each end-use product, what percentage of the total cost is accounted for by line pipe?

<u>End use</u>	<u>Share of total cost accounted for by line pipe (percent)</u>
_____	_____
_____	_____
_____	_____

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-11. (a) Please list in order of importance any products that may be substituted for line pipe.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for line pipe?

☐ No ☐ Yes--To what degree do changes in their prices affect the price for line pipe? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of line pipe or final end use?

III-B-12. How has the demand within the United States (and outside the United States if known) for line pipe changed since January 1, 2001? What principal factors affect changes in demand?

☐ Increased ☐ Unchanged ☐ Decreased

III-B-13. Have there been any significant changes in the product range or marketing of line pipe since January 1, 2001?

☐ No ☐ Yes--Please describe.

III-B-14. Does your firm sell line pipe over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of line pipe in 2003 accounted for by internet sales.

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-15. Is line pipe produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Mexico	Korea	Other countries
United States					
China					
Mexico					
Korea					

¹ For any country-pair producing line pipe which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for line pipe imported from China, Mexico, or Korea during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of line pipe from China, Mexico, or Korea that each of these customers accounted for in 2003. **Report separately for each country listed on page 1 of the questionnaire. Photocopy as many pages as you need and identify the country for which you are reporting.**

Country: _____

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					